

Welcome!

Topic:

**Prime Contracting in the
Small Business Reserve (SBR)
Program**

December 13, 2022



TECHNICAL
TRAINING
CCLASSROOM

Webinar Series



Maryland

GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

Prime Contracting in the Small Business Reserve (SBR) Program

*Presented by Lisa Mitchell Sennaar
Small Business Reserve Compliance Manager*

December 13, 2022

- **Connect small businesses to greater economic opportunities**
- **Oversight, monitoring, and compliance of three state procurement programs across 70 state agencies/departments**
- **Conduct statewide outreach and training programs**
- **Host online resources for small business growth and development**

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>





Maryland is OPEN for Business

According to the U.S. Small Business Administration, 99.5 percent of all Maryland businesses are small.

Maryland is OPEN for Business

-Recent Legislation (2022) provides that eligible procurements between **\$50,000-\$500,000** be designated to Small Business Reserve (SBR) Program (with certain exceptions)

SBR Program- Value

- It is a FREE online self-certification through eMaryland Marketplace Advantage (eMMA) portal!
- 20% of the state solicitations advertised on eMMA are SBR designated
- You compete against other small businesses (as opposed to larger companies)!
- If you are awarded an SBR designated contract, you would be the PRIME CONTRACTOR!
- Availability of SBR liaisons!

State Procurement Programs

Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Annual review

Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% aspirational goal
- 3-Step certification process includes **verification** of veteran status
- Annual renewal

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>



SBR Program

- Eligibility standards
- Online certification process
- Pipeline for identifying SBR opportunities

SBR Program Background

In 2004, the state created the **Small Business Reserve (SBR) Program**, providing small businesses with the opportunity to participate as prime contractors on state contracts by establishing a unique marketplace where small businesses compete against other small businesses instead of larger, more established companies.

Governor's Office of Small, Minority & Women Business Affairs



SBR Program Rules

68 participating agencies/departments are directed to designate at least 15% of its fiscal year procurement expenditures with qualified small businesses.



SBR Program Rules

Once a solicitation has been designated as “**SBR only**,” an award can only be made to a small business that is certified in the SBR Program.



SBR Program

SBR Program Eligibility Standards

<https://gomdsmallbiz.maryland.gov/Pages/sbr-Program.aspx>

Governor's Office of Small, Minority & Women Business Affairs

Eligibility Standards

For-profit businesses, other than a broker,

- independently owned and operated
- not a subsidiary of another business
- not dominant in its field of operation at the national level

SBR Industry Thresholds

Industry	Number of Employees in the 3 Most Recent Years	<u>or</u> Average Gross Sales over the 3 Most Recent Years
Wholesale	50	\$4 million
Retail	25	\$3 million
Manufacturing Operations	100	\$2 million
Service Operations	100	\$10 million
Construction Operations	50	\$7 million
Architectural and Engineering	100	\$4.5 million



SBR Program Disclaimer

<https://gomdsmallbiz.maryland.gov/Pages/sbr-Program.aspx>

All vendors receiving payments
from the State must be in
good standing/active with the
Maryland Department of
Assessments and Taxation.

Business Entity Search

<https://egov.maryland.gov/BusinessExpress/EntitySearch>



All vendors receiving payments
from the State must be
registered in eMMA.

<https://emma.maryland.gov/page.aspx/en/usr/login?ReturnUrl=%2fpage.aspx%2fen%2fbuy%2fhomepage>

eProcurement Platform



eMaryland Marketplace Advantage

- State platform launched in July of 2019
- Free to register as a vendor
- Automatically generates notices that are delivered via email based on the (commodities/product & services) identified in the vendor profile
- Will become a full “procure-to-pay” system



**eMMA is also
the online
certification
platform for
the
SBR and
VSBE
programs.**

Vendor Registration

1

Open the eMMA website: eMaryland Marketplace Advantage at
<https://emma.maryland.gov>

2

Click “New Vendor? Register now” on right side.

(* No vendors from the previous system were transferred to eMMA, so all vendors are new.)

Welcome to eMaryland Marketplace Advantage (eMMA)



eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (SBR) Program and Veteran-owned Small Business Enterprise (VSBE) Program.

eMMA facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk at eMMA.helpdesk@maryland.gov.

LOGIN

[Lost your password?](#)



[New Vendor? Register Now](#)



[Public Solicitations](#)



[Public Contracts](#)



[Vendor Search](#)



Refer back to this web page frequently for updated versions.

Quick Reference Guides (QRGs)

NOTE: QRGs may not display properly unless opened in Adobe Reader.
Please download the QRG from the links below and open it using Adobe Reader.

These eMMA QRGs are updated often, so please clear your cache to be sure that you are viewing the current version of the QRGs. Clearing Cache instructions for major browsers are listed below.

1. Google Chrome: <https://support.google.com/accounts/answer/32050?hl=en&co=GENIE.Platform%3DDesktop>
2. Microsoft Edge: <https://support.microsoft.com/en-us/search?query=edge%20clear%20cookies%20and%20cache>
3. Mozilla Firefox: <https://support.mozilla.org/en-US/kb/how-clear-firefox-cache>
4. Apple Safari: <https://support.apple.com/guide/safari/clear-your-browsing-history-sfri47acf5d6/mac>
5. Opera: <https://www.opera.com/use-cases/clean-browser-and-remove-trackers>

Vendor QRGs

Follow this link to
training for Vendors on registering and for submitting electronic bids.

**1 - eMMA QRG Registering
as a Vendor**



<https://www.youtube.com/watch?v=bF7ugMVjfGQ>

eMMA Vendor Registration

The screenshot shows the 'Company Information' section of the eMMA Vendor Registration form. It contains the following fields and options:

- Legal Name***: A text input field with a callout 'a.' pointing to it.
- Tax ID Type***: A selection area with three buttons: 'EIN', 'SSN', and 'FOREIGN'. A callout 'c.' points to the 'SSN' button.
- Doing Business As / Trade Name**: A text input field with a callout 'b.' pointing to it.
- Federal Tax ID***: A text input field with a callout 'd.' pointing to it.
- Organization Type***: A drop-down menu with a callout 'e.' pointing to it.
- Tax Country***: A selection area showing 'UNITED STATES' with a callout 'f.' pointing to it.
- Company Website**: A text input field with a callout 'g.' pointing to it.
- Year Established**: A text input field with a callout 'h.' pointing to it.
- DUNS***: A text input field with a callout 'i.' pointing to it.
- Business Description**: A large text area with a callout 'j.' pointing to it.

Figure 2: Company Information Section

- a. **Legal Name*** – Enter the legal name of your organization.
- b. **Doing Business As/Trade Name** – If your company operates under a DBA or Trade Name enter it here.
- c. **Tax ID Type*** – Select your tax ID type.
 - EIN – Employer Identification Number
 - SSN – Social Security Number
 - Foreign – Foreign Tax ID
- d. **Federal Tax ID*** – Enter your tax identification number. Enter numbers only. Do not enter special characters.
- e. **Organization Type*** - Use the drop-down box to select one of the following organization types:
- f. **Tax Country*** - This field automatically populates with United States. Please be sure to change this if your tax country is not the United States.
- g. **Company Website** – Provide your company website address.
- h. **Year Established** – Enter the year your company was established.
- i. **DUNS** – If your company has a DUNS number, enter it here. If you do not have this information available, you are able to update it after registration. For more information about DUNS visit www.dnb.com/duns-number.html.
- j. **Business Description** – Provide a short description of your business. This information can be update at any time following registration.

eMMA Vendor Registration

4. Complete the following fields in the **General Business Address** section.
Note: All fields marked with an asterisk (*) are mandatory.

General Business Address

Address* a.

Address Line 2 b.

City* c. en Zip Code* d.

State* e. Country* f. UNITED STATES

Company Telephone* g. 000-000-0000 Company Fax h.

Company Email i.

Figure 3: General Business Address Section

- a. **Address***: Enter the physical address of your organization.
- b. **Address Line 2**: Use line 2 to enter additional address information such as office or suite number.
- c. **City***: Enter the city where your business is located.
- d. **Zip Code*** – Enter the zip code where your company is located.
- e. **State***: Enter the state where your company is located.
- f. **Country***: This field automatically populates with United States. Please be sure to change this if your business is located in a country other than the United States.
- g. **Company Telephone***: Enter a main telephone number for your company.
- h. **Company Fax**: If your company has one, enter the fax number. *
- i. **Company Email**: Enter a general email address for your company. Email addresses for individuals within your company will be entered in the Contact Information section and when entering additional users on the business profile.

eMMA Vendor Registration

Procurement Programs

State Programs

[For information regarding the programs listed below, click here.](#)

Is your company currently enrolled in any of the following programs?

a. Small Business Reserve (SBR) *

b. Veteran-Owned Small Business Enterprise (VSBE) *

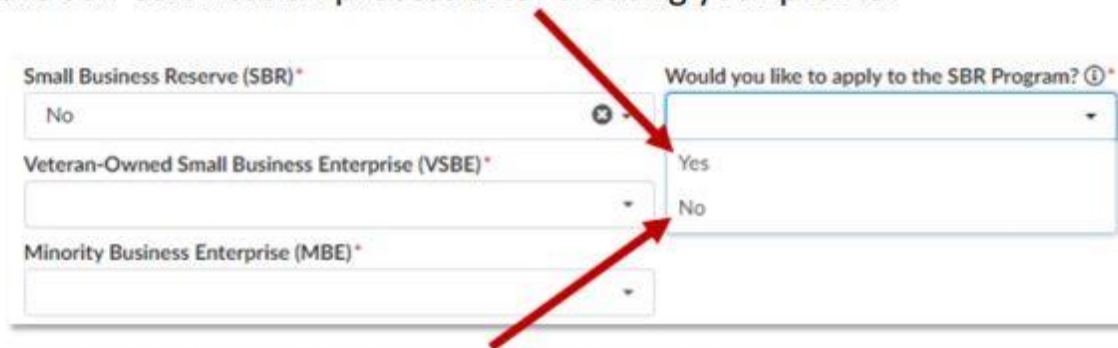
c. Minority Business Enterprise (MBE) *

Figure 4: Procurement Programs screen.

- a. **Small Business Reserve (SBR)***
 - i. **All vendors** registering in eMMA should select **No** to this question. When **No** is selected, you will be asked if you would like to apply for the SBR Program.

eMMA Vendor Registration

If you are interested in obtaining your Small Business Reserve (SBR) certification use the drop-down list to select **Yes**. This will add a reminder within your profile to complete the self-certification process after creating your profile.



The screenshot displays a registration form with three main sections on the left and a dropdown menu on the right. The first section, 'Small Business Reserve (SBR)*', has a dropdown menu currently set to 'No'. The second section, 'Veteran-Owned Small Business Enterprise (VSBE)*', and the third, 'Minority Business Enterprise (MBE)*', both have empty dropdown menus. To the right, a separate dropdown menu titled 'Would you like to apply to the SBR Program? ⓘ*' is open, showing 'Yes' and 'No' options. Two red arrows point from the text above to the 'Yes' option in this dropdown menu.

Small Business Reserve (SBR)*	Would you like to apply to the SBR Program? ⓘ*
No	Yes
	No
Veteran-Owned Small Business Enterprise (VSBE)*	
Minority Business Enterprise (MBE)*	

eMMA Vendor Registration

State of Maryland. Selecting **Yes** will add a reminder to your eMMA profile prompting you to complete the next steps to obtain your certification.



The screenshot shows two dropdown menus. The first is labeled "Veteran-Owned Small Business Enterprise (VSBE)*" and has "No" selected. The second is labeled "Minority Business Enterprise (MBE)*" and has "Yes" selected. A red arrow points from the "Yes" option in the MBE dropdown to the text above it.

Minority Business Enterprise (MBE)*

- i. Select **No** if you do not already have your Minority Business Enterprise (MBE) certification.

Minority Business Enterprise (MBE)*

No

Figure 7: Minority Business Enterprise Question Box

- ii. If you select **No** you will have the ability to update your profile if you obtain your certification in the future.
- iii. Select **Yes** if you have obtained your Minority Business Enterprise (MBE) certification through the Maryland Department of Transportation Office of Minority Business Enterprise.

Minority Business Enterprise (MBE)*

Yes

MBE Certification #

Figure 8: Shows MBE Certification # Box opening when "yes" is selected.

- iv. If you select **Yes**, you will be prompted to enter your MBE Certification Number. If you do not know your certification number, you can look it up in the Directory of Certified Firms at <https://mbe.mdot.maryland.gov/directory/>.

eMMA Vendor Registration

Complete the fields in the **Procurement Programs, Federal Programs** section.

Use the drop-down list to indicate if your company current has any of the following certifications:

Federal Programs

[For information regarding certification for the programs listed below, click here.](#)

Is your company enrolled in the following programs?

a. Disadvantaged Business Enterprise (DBE) *

b. Small Business Enterprise (SBE) *

c. Airport Concessionaire Disadvantaged Business Enterprise (ACDBE) *

Note: All fields in this section are mandatory.

eMMA Vendor Registration

Contact information

First Name* Last Name*

Job Title* en

Email* Confirm Email*

Password* Confirm Password*

Figure 10: Contact Information Box

- a. **First Name***: Enter your first name.
- b. **Last Name***: Enter your last name.
- c. **Job Title***: Enter your current job title.
- d. **Email***: Enter your email address. Note: this email address will also be used as your login ID.
- e. **Confirm Email***: Re-enter your email address.
- f. **Password*** - Create a password that you will use when logging into your profile. Passwords must include the following:
 - At least one uppercase character,
 - At least one lowercase character,
 - At least one numeric character,
 - At least one special character, and
 - At least twelve characters.
- g. **Confirm Password***: Re-enter the password you created. Be sure to retain this password for your records.

eMMA Vendor Registration

Use the **Product & Service Offerings** drop-down list to select United Nations Product & Service Codes (UNSPSC). Your company will receive email notifications for any contracting opportunity that matches the UNSPS codes selected. To learn more about UNSPSC visit <https://www.unspsc.org/>.

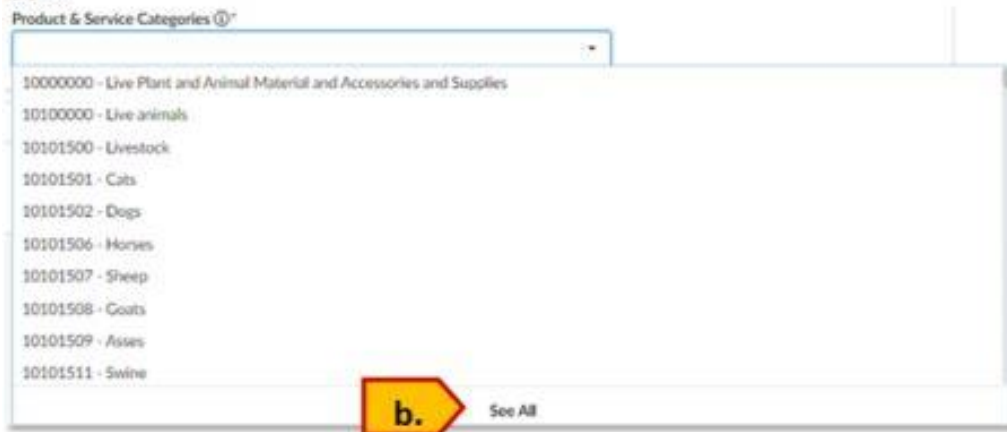
- a. To begin searching for UNSPS codes, click on the Product & Services Categories field. This will expand the drop-down list of codes.



The screenshot shows a form with a section titled "Product & Service Offerings". Below this title is a dropdown menu labeled "Product & Service Categories ⓘ*". A yellow arrow with the letter "a." points to this dropdown menu. The dropdown menu is currently closed, showing a small downward arrow on the right side.

eMMA Vendor Registration

Click on the See All option at the bottom of the screen. This will open the Commodity Selector box.



<https://www.youtube.com/watch?v=VWWT0mxnDFc>

Finding UNSPSC

To identify your UNSPSC codes, you can visit this website: <https://www.unspsc.org/search-code>.

(UNITED NATIONS STANDARD PRODUCTS AND SERVICES CODE®)

Connect Maryland... eMaryland Marketp... A*N*S*W*E*R*S https://gomdsmallb... Division of State Do... Register Your Busin... https://gomdsmallb... Benefits Help Center Welcome to SPS Solutions : Marylan...



Subscriber Login

Become a Subscriber

HOME FAQs SUBSCRIBE LIBRARY CODESET-DOWNLOADS INITIATIVES EDUCATION FIND A PARTNER

Search the code

Version 24.0301 Code Number: (2-8 digits)

Search

Code Name

Search

Finding UNSPSC

 Connect Maryland...  eMaryland Marketp...  A*N*S*W*E*R*S  https://gomdsmallb...  Division of State Do...  Register Your Busin...  https://gomdsmallb...  Benefits Help Center  Welcome to SPS  Solutions : Marylan...



Subscriber Login

Become a Subscriber

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Search the code

Version 24.0301 Code Number: (2-8 digits)

76110000

Search

Code Name

Janitorial Services

Search

Code	Title
76110000	Cleaning and janitorial services

Finding UNSPSC

You can also search categories and subcategories of related codes; by going to the following website:

<https://www.ungm.org/Public/UNSPSC>.

English

Help Center

Log in

UNITED NATIONS STANDARD PRODUCTS AND SERVICES CODE (UNSPSC)

The United Nations Standard Products and Services Code® (UNSPSC®) is a **global classification system of products and services**.



These codes are used to **classify products and services**: in the case of suppliers, to classify the products and services of their company, and in the case of UN staff members, to classify the products and services when publishing procurement opportunities. For more information, read the following articles from our Help Center:

[What are United Nations Standard Products and Services Code codes?](#)

[How to select United Nations Standard Products and Services Code codes?](#)

Search: information technology

G - Business, Communication & Technology Equipment & Supplies

43000000 - Information Technology Broadcasting and Telecommunications

43200000 - Components for information technology or broadcasting or telecommunications

J - Services

80000000 - Management and Business Professionals and Administrative Services

80100000 - Management advisory services

80101500 - Business and corporate management consultation services

80101507 - Information technology consultation services

80110000 - Human resources services

80111600 - Temporary personnel services

80111608 - Temporary information technology software developers

80111609 - Temporary information technology systems or database administrators

80111610 - Temporary information technology networking specialists

80111700 - Personnel recruitment

80111711 - Permanent information technology software developers

80111712 - Permanent information technology networking specialists

80111713 - Permanent information technology systems or database administrators

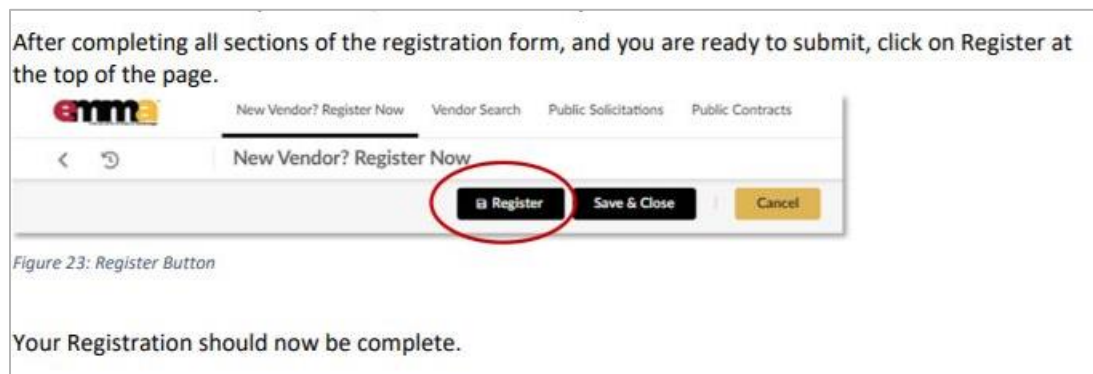
80111716 - Permanent information technology staffing needs

81000000 - Engineering and Research and Technology Based Services

81160000 - Information Technology Service Delivery

Export to Excel

eMMA Vendor Registration




eMMA Vendor Registration



We thank you for your visit.

Your registration submission for eMaryland Marketplace Advantage (eMMA) has been received. You will receive an email from emma@maryland.gov with next steps.

→ Go back to login page



Any questions after today about your
eMMA profile,
please contact the eMMA Help Desk
at
eMMA.helpdesk@maryland.gov



RESOURCES

eMMA Support Resources

For help registering and using the eMaryland Marketplace Advantage (eMMA) several resources are available to vendors.

1. **Quick Reference Guides (QRGs)** for using the eMMA system successfully.
2. Dedicated eMMA helpdesk for eMMA specific live support. Email them directly at emma.helpdesk@maryland.gov for the quickest help!
3. **eMMA Training for Vendors** for registering your business and submitting successful bids!
4. Upcoming Vendor webinars for live information on how eMMA! (Calendar and link to register posted soon!)

See [How to Do Business with the State of Maryland](#) for Information on how to Respond to a Solicitation and other Resources!

<https://procurement.maryland.gov/business-community/>

Vendor QRGs

Follow this link to
training for Vendors on registering and for submitting electronic bids.

Vendor Quick Reference Guides (QRGs)

**1 - eMMA QRG Registering
as a Vendor**

**2a - eMMA QRG
Invite Users to eMMA,
Add Contacts, and Add Roles**

**2c - eMMA QRG
Adding Credentials**

**2d - eMMA QRG
Adding Product and
Service Categories**

**2e - eMMA QRG
Navigating and Updating Roles**

**3 - eMMA QRG Viewing
Open Solicitations**

**4 - eMMA QRG Responding to
Solicitations (IFB)**

**4a - eMMA QRG Submit a Bid
to an Amended Solicitation**

eMMA SBR Certification and Recertification (QRG)

6 - eMMA QRG Viewing
Awarded Contracts

7 - eMMA SBR Certification
and Recertification

9 - eMMA QRG -
Public Vendor Search for Vendors



Vendor Quick Reference Guide SBR Certification/Recertification

Overview

This Quick Reference Guide (QRG) shows you how to apply for SBR Certification and recertify in eMMA, once you're registered.

NOTE: For best results, access eMMA using the Google Chrome browser.

If you need help at any point, please email the eMMA helpdesk at emma.helpdesk@maryland.gov.

Step-By-Step Instructions

SBR Certification

1. Navigate to eMMA at <https://emma.maryland.gov> and log in with your credentials.

2. Click **General Info** tab at the top of the webpage and click on the **Company Profile** option from the drop-down

<https://mdprocurement.freshdesk.com/support/solutions/articles/70000592969-sbr-certification-and-recertification-vendors->

SBR Certification Renewal or Recertification

ALERT

Your company's SBR application for certification should only be submitted when:


- 1) You are new to the program (Certification)
- 2) You are within 30 days of the anniversary date of your expiration (Renewal) or
- 3) Your certification expired (Recertification)

Any additional applications will not be processed.

SBR Certification Renewal or Recertification

1) Log into your eMMA account- <https://emma.maryland.gov>.

Welcome to eMaryland Marketplace Advantage (eMMA)



eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (SBR) Program and Veteran-owned Small Business Enterprise (VSBE) Program.

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Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk at eMMA.helpdesk@maryland.gov.

LOGIN


Login *

Password *


[Lost your password?](#)




New Vendor? Register Now



Public Solicitations



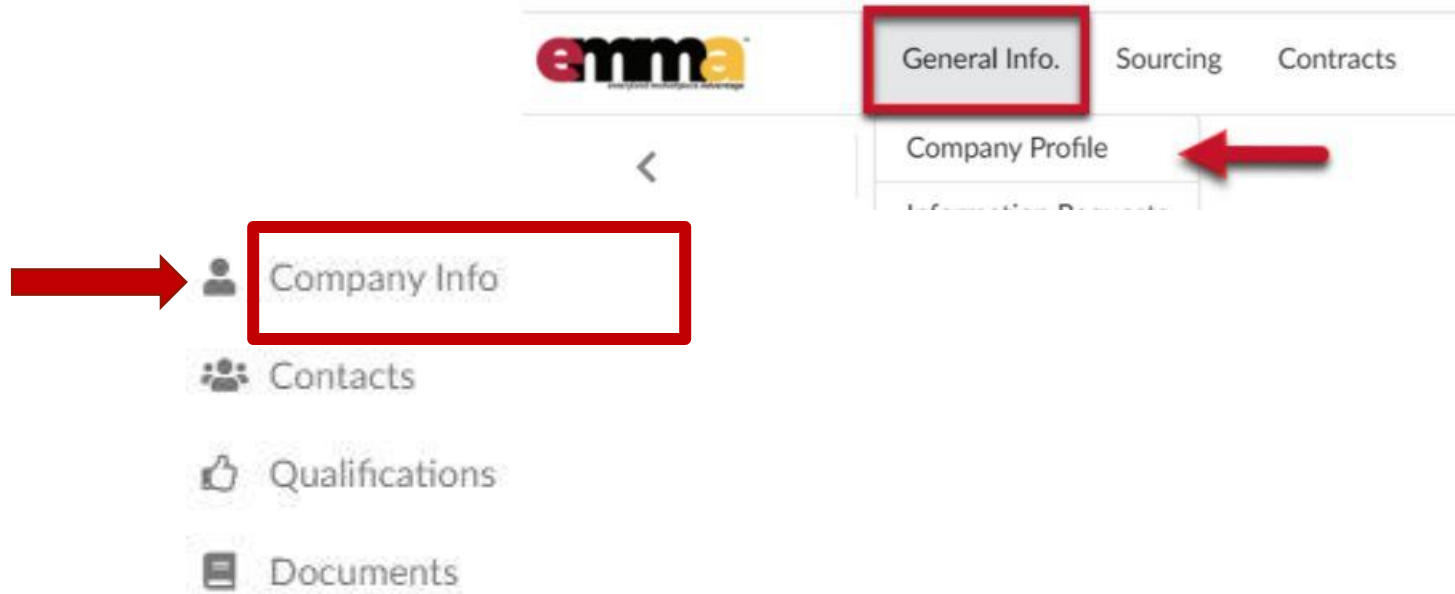
Public Contracts



Vendor Search

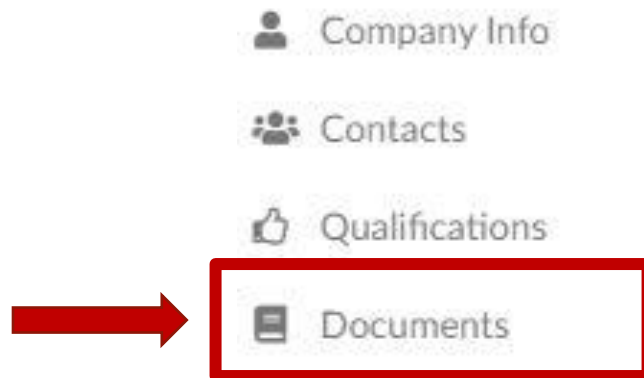
SBR Certification Renewal or Recertification

2) Select the "General Information" tab and select "Company Profile", which will direct you to the "Company Info" section.



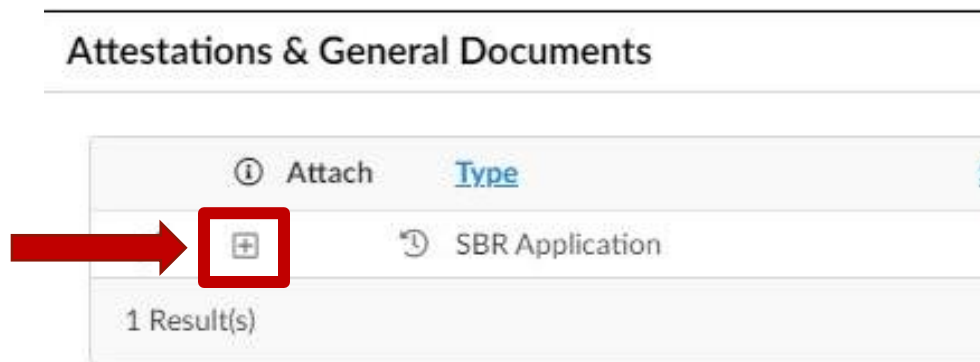
SBR Certification Renewal or Recertification

3) "Under the Company Info" section, to the left of the screen, select the "Documents" tab.



SBR Certification Renewal or Recertification

4) Within the "Documents" section, under "Attestations & General Documents," click on the '+' icon to the left of 'SBR Application'.



SBR Certification Renewal or Recertification

Complete all required fields marked with a red asterisk (*).

- a. **Agreement check box***: Check the box next to **I have read and agree to the Small Business Reserve program disclaimer.**
- b. **Organization Type***: Select the type of organization for your company.
- c. **Is your business independently owned and operated? *** Select Yes or No
- d. **Is this business a subsidiary of another business? *** Select Yes or No
- e. **Is this a not-for-profit business? *** Select Yes or No
- f. **Are you a Broker? *** Select Yes or No
- g. **Is this business in its field of operation? *** Select Yes or No
- h. **Total number of employees on the payroll? ***: Enter the number of employees on payroll in your company.

SBR Certification Renewal or Recertification

Edit document : Certifications

Document

Save

Small Business Reserve (SBR) Program Application ⓘ

a [SBR Eligibility Standards](#) [SBR Disclaimer](#)

☒ I have read and agree to the Small Business Reserve program disclaimer. *

b Organization Type * ⓘ

c Is your business independently owned and operated. * ⓘ

d Is this business a subsidiary of another business? * ⓘ

e Is this a not-for-profit/nonprofit business? * ⓘ

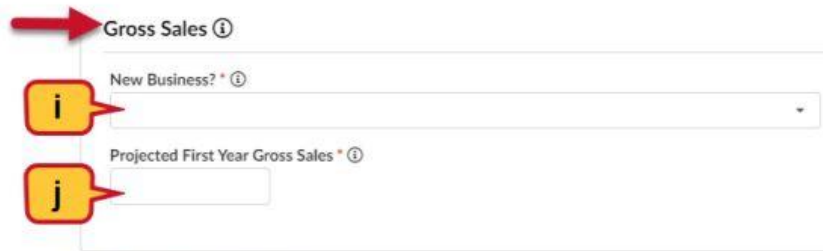
f Are you a Broker? * ⓘ

g Is this business dominant in its field of operation? * ⓘ

h Total number of employees on the payroll? * ⓘ

SBR Certification Renewal or Recertification

Scroll down to the **Gross Sales** section.



Gross Sales ⓘ

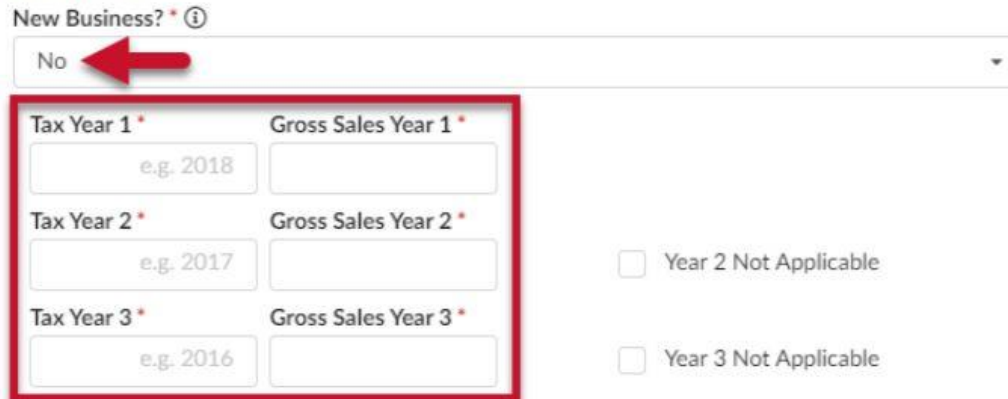
New Business? * ⓘ

Projected First Year Gross Sales * ⓘ

Figure 9: Gross Sales section.

- a. **New Business? ***: Select if your Business is new by selecting **Yes** or **No**.

NOTE: If you select **No** you will be required to fill out your Tax Year and Gross Sales Year Information. As shown below.



New Business? * ⓘ

No

Tax Year 1 * e.g. 2018	Gross Sales Year 1 *
Tax Year 2 * e.g. 2017	Gross Sales Year 2 *
Tax Year 3 * e.g. 2016	Gross Sales Year 3 *

☐ Year 2 Not Applicable

☐ Year 3 Not Applicable

SBR Certification Renewal or Recertification

Click **Save** once you have fill out all the required fields.



Figure 11: Save button.

Click **Submit Application** then close the Documents window.



SBR Certification Renewal or Recertification

A notification banner displays below the Submit Application button to indicate a successful or unsuccessful submission.

The screenshot displays the eMMA web application interface. At the top, there are tabs for 'General Info', 'Sourcing', and 'Contracts'. The 'General Info' tab is active, showing 'Company Info'. A search bar is visible on the right. Below the 'Company Info' header, there is a section titled 'Edit document : Attestations & General Documents'. This section contains a 'Document' table and two buttons: 'Save' and 'Archive'. A notification banner is displayed below the 'Save' button, indicating a successful submission. The notification text is: 'Data has been saved', 'The activity SBR Eligible has been automatically validated', and 'Validated successfully'. The notification banner is highlighted with a red border.

NOTE: After submitting the application, close out of the form to find your program status listed within your eMMA account. If you meet the eligibility standards, your vendor profile update will include your SBR number and establish a one-year Expiration Date. You will find this information within the **Documents** tab (which is located on the left-hand side-panel and will immediately display upon closing the completed application form). Scroll down to the **Attestations & General Documents** section to see your approved Status and Expiration Date.

SBR Certification Renewal or Recertification

The screenshot displays the 'Company Info' page in the eProcurement system. The left sidebar contains a menu with 'Company Info' highlighted. The main content area is titled 'Procurement Programs' and includes a section for 'State Programs'. A red box highlights the 'Company Info' menu item. Another red box highlights the 'SBR Certification #' field, which contains the value 'SB22-011534'.

Company Info

General Info. Sourcing Contracts

< Company Info

Save Answer Questionnaire

Procurement Programs

State Programs

For information regarding the programs listed below, [click here](#).

Is your company currently enrolled in the following programs?

Small Business Reserve (SBR) Apply for the SBR Program? SBR Certification #
No Yes SB22-011534

Veteran-Owned Small Business Enterprise (VSBE)* Apply for the VSBE Program?
No No

Minority-Owned Business Enterprise (MBE)* If you want to apply for the MBE program, [click here](#).
No

SBR Certification

Attestations & General Documents

① Att.	Certification Type	Approval Status	Status	Document Name	Document Date	Expiration Date	Date Status
 	SBR Application	Approved	✓		6/17/2021	6/17/2022	
1 Result(s)							



SBR Certification Renewal or Recertification

If you are found non-compliant and you feel you made a mistake, you may contact us at the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.

SBR Recertification

NOTE: Failure to recertify by your expiration date will automatically result in removal from the SBR Program.

Upon approval of a SBR Recertification, eMMA will automatically set a new Expiration Date and the Date Status will show as a green dot in the “Documents” section of your vendor profile.

Your SBR number will change.

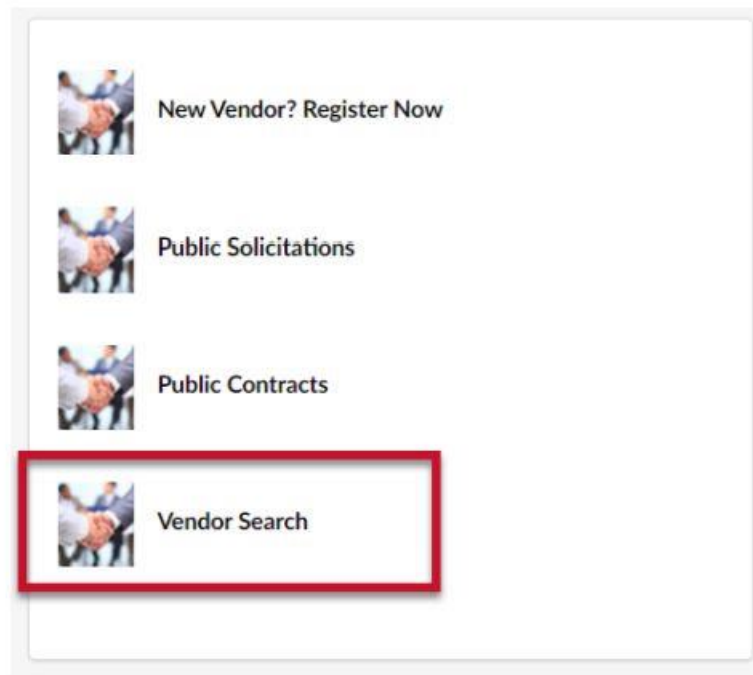
Public Vendor Search

9 eMMA QRG - Public Vendor Search for Vendors

<https://procurement.maryland.gov/wp-content/uploads/sites/12/2021/01/9-eMMA-QRG-Public-Vendor-Search-for-Vendors.pdf>

Public Vendor Search

1. Access the eMMA portal. (For best results, access eMMA via Google Chrome.)
2. Click **Vendor Search** on the right side of the screen.



Public Vendor Search

Keywords	Commodities	Areas Served	Q Search	Reset
<input type="text"/>	<input type="text"/>	<input type="text"/>		
Company Name	eMMA Vendor ID			
<input type="text"/>	<input type="text"/>			
Country	State	Levels related with the supplier		
UNITED STATES		Group, Entity		
<input type="checkbox"/> VSBE Vendor <input type="checkbox"/> SBR Vendor				
Filters Country : UNITED STATES X Levels related with the supplier : Group Entity				

eMMA Vendor ID	Company Name	City	State	Postal Code	Vendor Contact	SBR Vendor	SBR Certification #	SBR Expiration Date	VSBE Vendor	VSBE Certification #	VSBE Expiration Date	Website	AP Invoice Email	AP Invoice Phone
SUP019044		aurora	CO	80013	toby cooper	<input type="checkbox"/>			<input type="checkbox"/>					
SUP995019	--	Bowie	MD	20715	Karen Coreas	<input type="checkbox"/>			<input type="checkbox"/>				diamondhandscleaningsolutions@GMAIL.COM	2404626692
SUP026546	Affirmed Healthy	Waltham	MA	02453	Sandy Caputo	<input type="checkbox"/>			<input type="checkbox"/>			www.affirmedhealthy.com	sandy.caputo@affirmedhealthy.com	7036239001
SUP017332	Arthur W Burger	Santa Fe	NM	87501	Arthur Burger	<input type="checkbox"/>			<input type="checkbox"/>				7778highlander@gmail.com	5052318127
SUP016246	Bellman & Symfon North America	Wilmington	NC	28405	Catherine DeVito	<input type="checkbox"/>			<input type="checkbox"/>			https://bellman.com/	support.bsn@bellman.com	910-239-5796
SUP028221	Brand Solutions LLC	Irvine	CA	92618	Aman Singha	<input type="checkbox"/>			<input type="checkbox"/>			www.brandsolutionsinc.com	brandsolutions.CA@gmail.com	9495544142
SUP017395	CLARK REINFORCING INC.				Kresslin Clark	<input type="checkbox"/>			<input type="checkbox"/>					
SUP863741	DATA DOC, MD L.L.C.	Silver Spring	MD	20904	Cherisse Robles	<input checked="" type="checkbox"/>	SB22-022222	5/15/2023	<input type="checkbox"/>			www.datadocmd.com	crobles@datadocmd.com	301-980-1648
SUP020826	DRIVANIA INTERNATIONAL USA LLC	Coral Gables	FL	33134	Xilef Grateron	<input type="checkbox"/>			<input type="checkbox"/>			https://shotl.com/	xgrateron@shotl.com	786233625
SUP026076	Elaines Elite Environmental Solutions Limited Liability Company	Hyattsville	MD	20785	Marquetta Stevenson	<input type="checkbox"/>			<input type="checkbox"/>			eeesolutions2020.com	eeesolutions2020@gmail.com	4437628084

Public Vendor Search

Fill out the search fields to filter on vendors based on your needs. You can filter your searches by selecting **Vendor Name**, **Commodities**, **Areas Served**, **Country**, and **State**.

The image shows a web form for searching vendors. It includes several input fields and checkboxes. Yellow callout boxes with letters 'a' through 'g' point to specific elements: 'a' points to the 'Vendor Name' text input; 'b' points to the 'Commodities' dropdown menu; 'c' points to the 'Areas Served' dropdown menu; 'd' points to the 'Country' dropdown menu; 'e' points to the 'State' dropdown menu; 'f' points to the 'SBR Vendor' checkbox; and 'g' points to the 'VSBE Vendor' checkbox. To the right of the dropdowns are two buttons: a black 'Search' button with a magnifying glass icon and a grey 'Reset' button.

Figure 4: Search fields and filters.

- a. **Vendor Name:** Type in the name of the
- b. **Commodities:** Choose the commodity that you are looking for.
- c. **Areas Served:** Select the areas you are looking for.
- d. **Country:** Select the country.
NOTE: You can only choose 1 country.
- e. **State:** Select the state that you are interested in.
- f. **VSBE Vendor:** Check this box if you are searching for a **Veteran-owned Small Business Enterprise**.
- g. **SBR Vendor:** Check this box if you are searching for **Small Business Reserve Vendors**.

Public Vendor Search

You can search **Veteran-owned Small Business Enterprise (VSBE)** and **Small Business Reserve (SBR)** vendors specifically by checking the appropriate boxes.

Vendor Name	Commodities	Areas Served
<input type="text"/>	<input type="text"/>	<input type="text"/>
Country	State	
<input type="text"/>	<input type="text"/>	
<input type="checkbox"/> VSBE Vendor	<input type="checkbox"/> SBR Vendor	

Figure 3: Check boxes for VSBE and SBR Vendors



Call or email the SBR helpdesk

410-697-9600

Tanita Johnson

tanita.johnson1@maryland.gov

Lisa Mitchell Sennaar

lisa.sennaar@maryland.gov



Identifying Bid opportunities Through the State Contracting Pipeline

Governor's Office of Small, Minority & Women Business Affairs

State Contracting Pipeline



**eMaryland Marketplace
Advantage (eMMA)**



Board of Public Works



Procurement Forecast

State Contracting Pipeline

Mining Public Data Techniques

eMaryland Marketplace Advantage (eMMA)

Watch the Video

View Slide Deck Presentation

Procurement Forecast

Watch the Video

View Slide Deck Presentation

Board of Public Works

Watch the Video

View Slide Deck Presentation

<https://gomdsmallbiz.maryland.gov/Pages/Ready-Set-GROW.aspx>



eMMA

Identifying SBR Bid opportunities

You should begin receiving bid notifications to the email address that was named as the **Primary Contact** for the commodity codes that you selected in your registration. Many of these solicitations should be SBR Designated Only.

eMMA

Identifying SBR Bid opportunities

Navigate to the eMMA login page [eMMA login page](#) select on the right side below the login and New Vendor links.

You can use the eMMA QRG: [3 eMMA QGR – Viewing Open Solicitations](#) to guide you.

eMMA

Viewing Public Solicitations

Welcome to eMaryland Marketplace Advantage (eMMA)





eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (SBR) Program and Veteran-owned Small Business Enterprise (VSBE) Program.

eMMA facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk at eMMA.helpdesk@maryland.gov.

LOGIN

 Email / Username	
 Password	<input type="button" value="Login"/>

[Lost your password?](#)



[New Vendor? Register Now](#)



[Public Solicitations](#)



[Public Contracts](#)



[Vendor Search](#)

eMMA

Viewing Public Solicitations

Keywords

Category Status

Advanced Search

Type Authority ☐ SBR Designation ☐ SBE Goal


Award Status Agency ☐ MBE Goal ☐ MBE Sub-Goal

Sub Agency ☐ VSBE Goal ☐ DBE Goal

Site

Filters Status: Open X

ID	Title	Status	Due / Close Date	Main Category	Solicitation Type	Issuing Agency	Bid Holders List	eMM ID
BPM017419	Carsin's Run Stream Mitigation	Open	2/19/2020	Heavy construction services	Public Notice	<ul style="list-style-type: none">Maryland Transportation Authority		
BPM017959	Stream and Wetland Restoration Maintenance Services at BWI Marshall Airport	Open	3/19/2020	Environmental protection	Public Notice	<ul style="list-style-type: none">Maryland Aviation Administration		
BPM016538	Substance Abuse Treatment Services	Open	2/5/2020	Health programs	RFP: Double Envelope Proposal	<ul style="list-style-type: none">Department of Public Safety and Correctional Services		

 To respond to this solicitation click "Add to My Solicitation" and either login or register.

Add to My Solicitations

Title	ID	Alternate ID	Lot #	Round #	Status	Due / Close Date
Mold Remediation	BPM017698	SG-552-200-003	1	8	Open	1/29/2020 12:00:00 PM (your local time)

Solicitation Type

IFB: Invitation for Bid

Main Category

Mold abatement service

Issuing Agency

Department of General ...

Procurement Officer / Buyer

Keon POMPEY

Email

Keon.Pompey@marylan...

Solicitation Summary

Mold Remediation in Dix, Mitchell, and Hill Buildings at Spring Grove Hospital Center.

Additional Instructions

All Minority Business Enterprises are encourage to respond to this Solicitation. THIS IS FOR SBR VENDORS ONLY-SMALL BUSINESS RESERVED.

Small Business Reserve Designation

Yes

Procurement Program Participation Goals

Board of Public Works

www.bpw.maryland.gov



BPW Meetings

- › [Meeting Information](#)
- › [BPW Meeting Documents](#)
- › [Meeting Calendar](#)

Publications

- › [All Publications](#)
- › [Reports Due to BPW](#)
- › [Advisories](#)
- › [Debarments](#)
- › [Pending Regulations](#)

About BPW

- › [Staff](#)
- › [Organizational Chart](#)
- › [Directions and Parking](#)
- › [About BPW](#)

Board of Public Works



Spotlight

- [eMaryland Marketplace Advantage \(eMMA\) Registration Now Open!](#)
- [NASPO State Preference Repository](#)
- [Workforce Healthcare Study Report](#)
- [FY 2017 Small Business Reserve Report](#)
- [Haven Harbor South: Letter + Report & Recommendation](#)
- [2020 State Tax Rate](#)

MEETING BROADCAST LIVE

Board of Public Works

www.bpw.maryland.gov



DEPARTMENT OF GENERAL SERVICES

Items to be presented to the Board of Public Works

July 3, 2019

(1) Select from the meeting dates provided

(2) Select “Agenda”

	Pages
Maintenance	1 thru 4
Maintenance Option	5 thru 9
General Miscellaneous	10 and 11
Real Property	12 thru 14
Leases	15 thru 18
Capital Grants and Loans	19 thru 38

Contact: Eric Lomboy
410.767.7522
eric.lomboy@maryland.gov

1-M. MAINTENANCE CONTRACT
Department of General Services

Contract ID: Unarmed Uniformed Guard Service - District Court Center Caroline County
Project No. 001IT821, ADPICS No. 001B0600027

Description: Unarmed Uniformed Guard Service at the Department of General Services/Hargreaves District Court and Multi-service Center in Caroline County.

Procurement Method: Competitive Sealed Bids (Small Business Reserve)

<i>Bids</i>	<i>Amount</i>
Trust Consulting Services, Inc., Waldorf, MD	\$680,240.00
Alexander Security Consultants, LLC, Brandywine, MD	\$698,277.20
Devine Professional Consulting Group, Silver Spring, MD	\$742,617.40
Police Guard Services, Inc., Lanham, MD	\$757,922.00
Universal Security, LLC, Rockville, MD	\$770,327.20
AFSI, Gaithersburg, MD	\$771,190.00
American Protection LLC, Suitland, MD	\$774,600.00

Award Trust Consulting Services, Inc.

Term: 8/1/2019 – 7/31/22

Amount: \$405,730.80 Base Term
\$137,254.60 Option year 1
\$137,254.60 Option year 2
\$680,240.00 = Total including Option Years

MBE Participation: 0%

VSBE Participation 0%




Performance Bond: N/A


Hiring Agreement Eligible: Yes

Procurement Forecast

<https://gomdsmallbiz.maryland.gov/Pages/Forecasting.aspx>

[Home](#) [MBE PROGRAM](#) [SBR PROGRAM](#) [VSBE Program](#) [RESOURCES](#) [PROCUREMENT FORECAST](#)

**GOVERNOR'S OFFICE OF
Small, Minority &
Women Business Affairs**



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Give the latest edition of our Small Biz Bulletin a quick read
January 2022

Attention SBR & VSBE Vendors
If you are experiencing problems with certification or recertification in eMMA, call us for assistance at 410-697-9600.

COVID RESOURCES

- COVID-19 Information & Resources for Businesses
- Maryland Unites! A-to-Z Resources on COVID-19

TOP WEBSITE PICKS

- Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)
- SBR Liaisons
- MBE Liaisons
- MBE Rights & Responsibilities
- Procurement Portal
- Maryland Business Express
- Maryland Entrepreneur Hub
- FY2021 Customer Service Annual Report

VIDEO CLIPS SERIES

- Technical Training Classroom
- Business Best Practices
- Prime Contracting in the SBR Program



Quick Links



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Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2022.

This database is populated with projected purchases of \$100,000 and above for the current fiscal year. Not all projected purchases will be made as indicated in the Procurement Forecast.

We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on "EXPORT TO EXCEL" below.

Search - Description

Search by Agency

Search by Procurement Categories

Search by Contract Value

Search

Search by Region

Search by Projected Advertisement Dates

Export To Excel

Reset All Filters

Agency Name: Archives

Procurement Category: Engineering Services

Procurement Method: Sole Source

Description: Lighting and Fixture

Location/Delivery: CENTRAL MARYLAND

Estimated Advertisement Date: To Be Determined

Estimated Total Contract Award (no options): \$15,000 to \$99,000

Term of Contract: Less than 1 year

Agency Name: Archives

Procurement Category: Information Technology - Services

Procurement Method: IT Task Order (PORFP)

Description: Preventive Maintenance

Procurement Forecast

Example #1 Search

Export To Excel

Reset All Filters

Search - Description

Transportation - Transportation Authority

Search by Procurement Categories

Search by Contract Value

Search

Search by Region

To be Determined

Agency Name: Transportation - Transportation Authority

Procurement Category: Maintenance

Procurement Method: Competitive Sealed Bid

Description: HVAC Service and Repair

Location/Delivery: STATEWIDE

Estimated Advertisement Date: To Be Determined

Estimated Total Contract Award (no options): \$500,001 to \$1,000,000

Term of Contract: 5 years or more

Agency Name: Transportation - Transportation Authority

Procurement Category: Services

Procurement Method: Competitive Sealed Bid

Description: Armored Transport Service

Location/Delivery: STATEWIDE

Estimated Advertisement Date: To Be Determined

Estimated Total Contract Award (no options): \$100,000 to \$500,000

Term of Contract: 5 years or more

Agency Name: Transportation - Transportation Authority

Procurement Category: Services

Procurement Method: Competitive Sealed Bid

Description: Bottle Less Water Coolers

Location/Delivery: STATEWIDE

Estimated Advertisement Date: To Be Determined

Estimated Total Contract Award (no options): \$100,000 to \$500,000

Term of Contract: 5 years or more

Procurement Forecast

Example #1 Results Partial View

Agency Name									
A	B	C	D	E	G	I	J	I	M
Agency Name	Contract Number	Incumbent Name	Current MBE	Procurement Category	Description	Estimated Advertise	Estimated Total Contract	PO Name	PO Phone
Transportation - Trans	MT-3056-0000 A&B	Control Sources, LLC/Stone Services,	0.00%	Maintenance	HVAC Service and Repair	To Be Determined	\$500,001 to \$1,000,00	Agnes Vadasz	410-537-7811
Transportation - Trans	20130006	Brinks, Inc.	0.00%	Services	Armored Transport Service	To Be Determined	\$100,000 to \$500,000	Agnes Vadasz	410-537-7811
Transportation - Trans	MT-3049-0000	Accent - Black Tie	0.00%	Services	Bottle Less Water Coolers	To Be Determined	\$100,000 to \$500,000	Agnes Vadasz	410-537-7811
Transportation - Trans	20140003	GC Jones Elevator Company	0.00%	Maintenance	Elevator Preventive Maintenance and S	To Be Determined	\$1,000,001 to \$5,000,00	Agnes Vadasz	410-537-7811

Procurement Forecast

Example #2 Search

The screenshot shows a web interface for a Procurement Forecast search. Red arrows point to the following elements:

- Search - Description input field
- All items checked dropdown menu
- Construction dropdown menu
- \$100,000 to \$500,000 dropdown menu
- Search button
- Export To Excel button
- Reset All Filters button
- Search by Region dropdown menu
- Q4 (April-June 2022) dropdown menu

The search results are displayed in two rows:

Agency Name: Coppin State University Procurement Category: Construction Procurement Method: Competitive Sealed Bid Description: CSU Baseball Stadium Location/Delivery: CENTRAL MARYLAND Estimated Advertisement Date: Q4 (April-June 2022) Estimated Total Contract Award (no options): \$100,000 to \$500,000 Term of Contract: Less than 1 year
Agency Name: Environmental Services Procurement Category: Construction Procurement Method: Competitive Sealed Bid Description: ECI Cogen Fuel Conversion Location/Delivery: EASTERN SHORE Estimated Advertisement Date: Q4 (April-June 2022) Estimated Total Contract Award (no options): \$100,000 to \$500,000 Term of Contract: 1-2 years

Procurement Forecast

Example #2 Results Partial View

A	E	F	G	I	J	K	L	M	N
Agency Name	Procurement Category	Procurement Method	Description	Estimated Advertise	Estimated Total Cost	Term of Contract	PO Name	PO Phone	PO Email
Coppin State University	Construction	Competitive Sealed Bids	CSU Baseball Stadium	Q4 (April-June 2022)	\$100,000 to \$500,000	Less than 1 year	Thomas Dawson	410-951-3792	thdawson@coppin.edu
Environmental Service	Construction	Competitive Sealed Bids	ECI Cogen Fuel Conversion	Q4 (April-June 2022)	\$100,000 to \$500,000	1-2 years	Hattie Crosby	410-729-8505	procurement@menv.com

State Contracting Pipeline



Agency Websites



SBR Liaison Directory

Agency Websites



Maryland.gov

State Directory State Agencies Translate

COVID-19 Health Resources
Learn more from MD Department of Health

Enter search term

Home MBE PROGRAM SBR PROGRAM VSBE Program RESOURCES PROCUREMENT FORECAST

GOVERNOR'S OFFICE OF
Small, Minority & Women Business Affairs

Quick Links

- About Us
- FAQs
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- News

SBR Liaison Directory

For information regarding the Small Business Reserve (SBR) Program's [certification](#) please email lisa.sennaar@maryland.gov or call 410-697-9600.

Reporting Agency	SBR Liaison Name/Contact Info	Address
Aging	Valarie Tisdale valarieb.tisdale@maryland.gov 410-767-2157	301 W. Preston Street, Suite #1007 Baltimore, MD 21201

Activate Windows
Go to Settings to activate Windows.

Governor's Office of Small, Minority & Women Business Affairs

Agency Websites



State Employees

COVID-19 HEALTH RESOURCES
Learn more from MD Department of Health

What are you looking for?

Home Online Services Jobs Residents Business Government

MARYLAND STATE AGENCY DIRECTORY

Agencies

County and Municipalities

Elected Officials

- Administrative Office of the Courts
- Aging
- Agriculture
- Allegany County
- Anne Arundel County
- Archives
- Assessments & Taxation
- ...

Governor's Office of Small, Minority & Women Business Affairs

Procurement Categories

Small
Procurement
- *Category I*

Small
Procurement
- *Category II*

Small
Procurement
- *Category III*

Formal
Procurement

Procurement Categories

Small Procurement – *Category I:*

- \$5,000 or less
- Can use oral, written, or published solicitation to obtain quotes
- Encouraged to solicit quotes from small, minority and veteran-owned businesses
- Award is based on the procurement officer's judgement

Small Procurement – *Category II*

- \$5,001 - \$15,000
- Can use oral, written, or published solicitation to obtain at least two quotes
- Encouraged to solicit quotes from small, minority and veteran-owned businesses
- Award shall be made to the most favorable or evaluated bid price

Procurement Categories

Small Procurement – *Category III:*

- \$15,001 - \$50,000
- Written solicitation required
- Must be published on eMMA
- Must try to get a least 2 valid quotes
- Awarded to the lowest/best **responsive & responsible** bidder/offeror

Formal Procurement:

- \$50,000+
- Written solicitation required
- Must be published on eMMA
- Must try to get a least 2 valid quotes
- Awarded to the lowest/best **responsive & responsible** bidder/offeror

SBR Liaisons

Each of the 68 participating agency staffs an SBR Liaison whose role includes ensuring SBR participation is being maximized at the onset of the procurement process and acting as an advocate for SBR vendors actively working on contracts within that agency.

<https://gomdsmallbiz.maryland.gov/Pages/SBR-Liaison-Directory.aspx>

SBR Liaison Directory

For information regarding the Small Business Reserve (SBR) Program's [certification](#) please email lisa.sennaar@maryland.gov or call 410-697-9600.

Reporting Agency	SBR Liaison Name/Contact Info	Address
Aging	Valarie Tisdale valarieb.tisdale@maryland.gov 410-767-2157	301 W. Preston Street, Suite #1007 Baltimore, MD 21201
Agriculture	Lynn McNally lynn.mcnally@maryland.gov 410-841-5902	50 Harry S. Truman Parkway Annapolis, MD 21401
Archives	Teresa Fawley teresa.fawley@maryland.gov 410-260-6405	350 Rowe Blvd. Annapolis, MD 21401
Assessments & Taxation	Tara L. Gray tara.gray@maryland.gov 410-767-1194	300 West Preston St., Room 605 Baltimore, MD 21201



Ready Set Grow

Procurement Connections Virtual and In-person Workshop series

What to expect for our 2023 schedule!

March 15, 2023
(Virtual)

June 14th or 21st, 2023
(In-Person / Location TBA)

September 13th or 20th, 2023
(In-Person / Location TBA)

December 6, 2023
(Virtual)

OUTREACH AND RESOURCES

Register to receive notices of all upcoming classes and workshops at

goMDsmallbiz.Maryland.gov

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

STAY CONNECTED

Sign up to receive news and notifications affecting the small business community.

*Email Address

Submit



Small Biz Bulletin - December 2022

Message from Special Secretary Rhee

As 2022 draws to a close, I applaud all our minority, women, and veteran small business owners who have successfully navigated another challenging year. Keeping your doors open and taking care of your customers is an admirable achievement. As you look forward to 2023, I encourage you to learn how two important pieces of legislation at the federal level will present opportunities for you here in Maryland. The first is the [Infrastructure Investment and Jobs Act](#) of 2021. It represents a historic investment to modernize roads, bridges, transit, rail, ports, airports, broadband, drinking water, and wastewater infrastructure across the country. The second is the [Inflation Reduction Act](#) of 2022. It calls for \$300 billion investment in deficit reduction and \$396 billion in energy security and climate change programs over the next 10 years. Implicit in both Acts is the federal government's responsibility to plan, coordinate, and monitor the impact of support for socially or economically disadvantaged businesses. The funds allocated through these programs will touch many businesses. Do all you can to make sure yours is one.

Wishing you a happy holiday season and a prosperous new year!

Jimmy Rhee
Special Secretary



Wrapping Up

- The SBR program provides a unique space for small businesses to compete against each other for prime contracts, instead of larger companies and is governed by Maryland statutes and regulations
- SBRs vendors are paid average of \$500 Million annually
- SBR self- certification through eMMA is very simple
- The more registered SBR vendor's there are, the more robust Designated SBR opportunities Procurement Officers can create
- Eligible procurements between \$50,000 and \$500,000 are to be designated as SBR (with certain exceptions)
- There is a pipeline for identifying procurement opportunities for SBRs
- Category I & II Small Procurements are the hidden potential opportunities



Call or email the SBR helpdesk

410-697-9600

Lisa Mitchell Sennaar

lisa.sennaar@maryland.gov

Tanita Johnson

tanita.johnson1@maryland.gov

Upcoming Technical Training Classroom Webinar

Thursday, December 15, 2022

10 a.m.

[Insights Into Doing Business with the State of Maryland:
Know Your Customer](#)

Upcoming 2023 T.I.P.S. Webinar Series & Workshops

January 11, 2023

10 a.m.

Maryland VSBE – VIB:
Federal SBA Update for Veteran-Owned Businesses

Tuesday, January 24, 2023

10 a.m.

Build Revenue In Your Backyard:
Position to Win Federal Contracts

Thursday, January 26, 2023

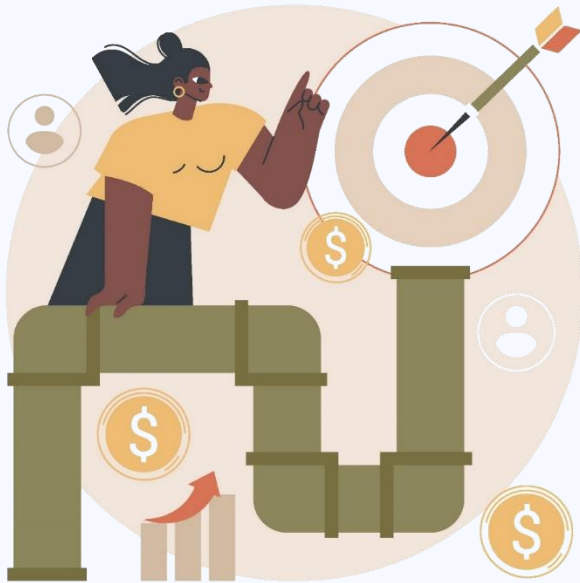
10 a.m.

State Procurement 101



Building A Pipeline of Opportunities

www.goMDsmallbiz.maryland.gov



Mining Public Data Techniques

Videos & Slide Decks

[eMaryland Marketplace](#)
[Advantage \(eMMA\)](#)

[Procurement Forecast](#)

[Board of Public Works](#)



VIDEO PLAYLISTS



Technical Training Classroom Playlist

<https://www.youtube.com/playlist?list=PLlgoHh4Po1J0W63akD6aGAU8JmT0qzOrX>

Resources & Partners

**Governor's Office of Small, Minority & Women
Business Affairs**

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

**Maryland's Office of Minority Business Enterprise
(OMBE)**

<https://www.mdot.maryland.gov/tso/pages/Index.aspx?PageId=90>

**Maryland Department of Commerce
Maryland Financial Incentives for Business**

<https://commerce.knack.com/maryland-funding-incentives>

**Maryland Small Business Development Center
(SBDC)**

<https://www.marylandsbdc.org/>

**Maryland Procurement Technical Assistance
Center (PTAC)**

<https://www.mdptac.org/>

Greater Baltimore SCORE

<https://greaterbaltimore.score.org/>

Maryland Women's Business Center (MWBC)

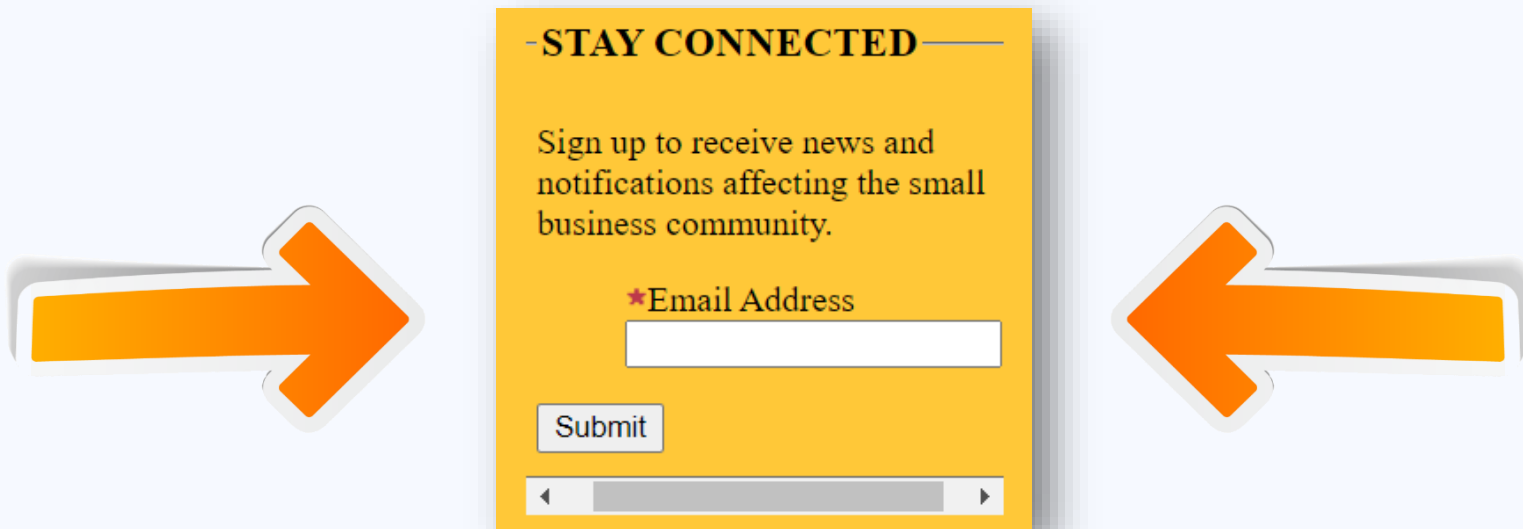
<https://marylandwbc.org/>

**Baltimore-Metro Women's Business Center
(Balt-Metro WBC)**

<https://www.baltmetrowbc.org/>



To register to receive our and notices of all upcoming classes & workshops and monthly bulletin go to www.goMDsmallbiz.maryland.gov.



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